







PARLIAMENT March 10/1986

Nuclear protests

Medicine charges

CAP plans

Protests at further delay to report

SIZEWELL

The main conclusions from the inspector conducting the inquiry into the Sizewell PWR nuclear reactor...

Mr Carlisle said that in the arguments over the nuclear industry, it was important to look at fact rather than theory.

uranium into the Irish Sea? If they continue down this road of ignoring public concern...

HEALTH SERVICE

Prescription charges will go up from £2 to £2.20 from April 1, with the four-monthly and annual season ticket fees increasing...

more about the health of the nation than for being popular with the Treasury. Mr Hayhoe: Mr Dobson's description is a travesty of the reality.

South, C). Nearly three-quarters of all prescriptions are issued free and that situation will continue.

Mr David Whittick (Walsall North, Lab): This further increase is a tax on the sick and the minister should be thoroughly ashamed of himself.

Campaign of alert on risk of Aids

HEALTH

Details of a multi-million pound Government campaign to alert the public to the risks of Aids will be announced shortly.

Tin crisis

The future of the Cornish tin industry during the current international tin crisis is being given sympathetic consideration.

£3.25 million bad weather payments

A total of £3.25 million has been paid to farmers in England under the exceptional weather payments scheme.

High level of N Sea oil exploration

RESEARCH

Mr Charles Kennedy (Ross, Cromarty and Skey, SDP) asked during Commons questions if it was possible to gauge what impact falling oil prices had on the ninth offshore licensing round.

Driver authorized to pass signal at red

TRAIN CRASH

A public inquiry into the train crash at Chinley, Derbyshire, would open in about two or three weeks' time.

Jopling initiative on EEC cereals

FARMING

The Government cannot accept (he continued) that it is right to develop the CAP in a direction designed to stifle efficiency and which involves the introduction of a concept which is quite contrary to the philosophy of a common market.

The Commission have proposed to freeze the target price for milk (he said). I do not consider this goes far enough.

Mr Bryanor John, chief Opposition spokesman on agriculture, said he suspected that although there were differences between parties, the ends sought by the United Kingdom were broadly agreed.

Allegations denied

Allegations that members of the National Association of Colliery Overmen and Deputies (Nacods) were not being offered jobs within the industry when the redundancy was made.

Commons costs over £63m to run

House sat for 1,566 hours with an average of nine hours and six minutes a day.

Political fund against tradition

Referring to the decision by the Inland Revenue Staff Federation to set up a political fund.

Court of Appeal

Pittalis and Others v Shereffatin Before Lord Justice Fox, Lord Justice Dillon and Lord Justice Neill.

It was not an essential ingredient of an arbitration agreement, within the meaning of the Arbitration Act, 1950, that it should confer a universal right of reference of a dispute to the arbitrator.

Law Report March 11 1986

Freeman v Plymouth City Council and Another Before Mr Justice Hodgson (Judgment given February 21).

Queen's Bench Division

condition was therefore satisfied. His Lordship referred to Attorney-General v Poole (1938) 1 Ch 23, as to the effect of the existence of buildings on the status of an "open space" for the purposes of section 26(2) of the Town and Country Planning Act 1959.

Satisfying the landlord condition

land which consists or forms part of an open space... an authority... (a) shall publish notice of their intention to do so for at least two consecutive weeks in a newspaper circulating in their area; and (b) shall consider any objections to the proposed disposal which may be made to them.





**Every day, millions of Americans can't resist sticking their tongues out at us.**

No one can touch Baskin-Robbins when it comes to selling ice cream.

Last year over 300 million people bought their ice cream through 3,000 Baskin-Robbins outlets.

They were also voted America's favourite fast-food chain for the third year running.

Obviously in the States they think Baskin-Robbins is as American as Apple Pie.

Which is hardly surprising as it's run entirely by Americans. But it's owned by Allied-Lyons, a British company.

The story is much the same with the Doughnut Corporation of America.

They provide the ingredients and the machinery for bakers to produce 15 billion doughnuts each year.

Yes, it too is owned by Allied-Lyons.

Then there is Tetley Inc. with its substantial business in iced tea, tea bags and coffee.

Together these companies contributed a mouthwatering £32 million to our record pre-tax profits of over £219 million last year.

**Allied-Lyons**  
GOING ON GROWING

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FASHION II by Suzy Menkes

and sinful



Versace: (above left) geometric op-art pattern on a curvaceous costume-style dress in metal mesh  
Ferre: (above right) gathering in the folds of a camel jersey tunic over slim skirt



Giorgio Armani: (above left) the full-skirted coat with cinched waist worn over wide soft trousers  
Krizia: plunging V-neck and sexy ruching to a skintight silver latex dress

LONDON FASHION PEOPLE

London Fashion Week opens on Thursday with great expectations and energetic input from the British Fashion Council. Two large tents and a room at the Chelsea Barracks will accommodate the international press and buyers, while the designers set up shop at Olympia.

In her capacity as president of the British Knitting and Clothing Export Council and Save the Children, Princess Anne will attend a fund-raising fashion show next Sunday sponsored by heavy-weight export names such as Aquascutum, Anson Reed and Jaeger. She will be able to pick up fashion tips from the show's stars who include Stephen Jones, Turkish-born Rifat Ozbek and Princess Diana's current designer favourite, Victor Edelstein.

Haute couture is the new buzz term for British designers. Post-war Parisian boulevard chic is the inspiration for Jasper Conran's new collection to be shown on Saturday.

He is dreaming of the days when Dior ruled the hemlines. Balenciaga made waves, and the poodle was the most fashionable Paris accessory. Jasper says that his New Look comprises "a little white jacket tapered in at the waist", as well as the long and straight and short and tight. His de luxe cashmeres à la Chanel will be shown this season and there is a big (impact rather than size) evening story.

It has finally come to pass at Hartnell, as you have been reading on this page: the unlikely trinity of Sheridan Barnett, Victor Edelstein and Allan McRae, co-ordinated by the salon's directrice Marj Walters, unveils a joint ready-to-wear collection under the Hartnell label next Monday.

Meanwhile, a previous Hartnell candidate who turned his back on the silver salons, Bruce Oldfield, shows for the first time in London Fashion Week. Oldfield, with fellow

Princess of Wales designer Murray Arbeid, is taking over the grandly named Cadogan Hall at the Chelsea Barracks, rather than showing with the rest of the fashion circus in the tents.

So is Alistair Blair, who was also approached by Hartnell. He shows his first collection under his own label, backed by the entrepreneur Peter Bertelson, on Friday. Alistair, who worked with Karl Lagerfeld for two years, says we must all forgive him if his first collection seems to be influenced by the maestro. We will, Alistair, we will.

Hyper-Hyper, London's outrageous fashion supermarket, is guaranteed to see itself in print. *The Hype*, its own publication, is to be launched hours after The Hype show on the second day of British Fashion Week.

Packed with moody photographs, the first issue previews next season's fashion ideas from the Kensington High

Street emporium. It includes a mail order section for readers outside London. There is an interview with the designer Rachel Asburn; Susan Backhouse talks about the trip to Africa which inspired the prints for her new collection.

The magazine will be on sale from March 14 at Virgin Record stores and branches of WH Smith.

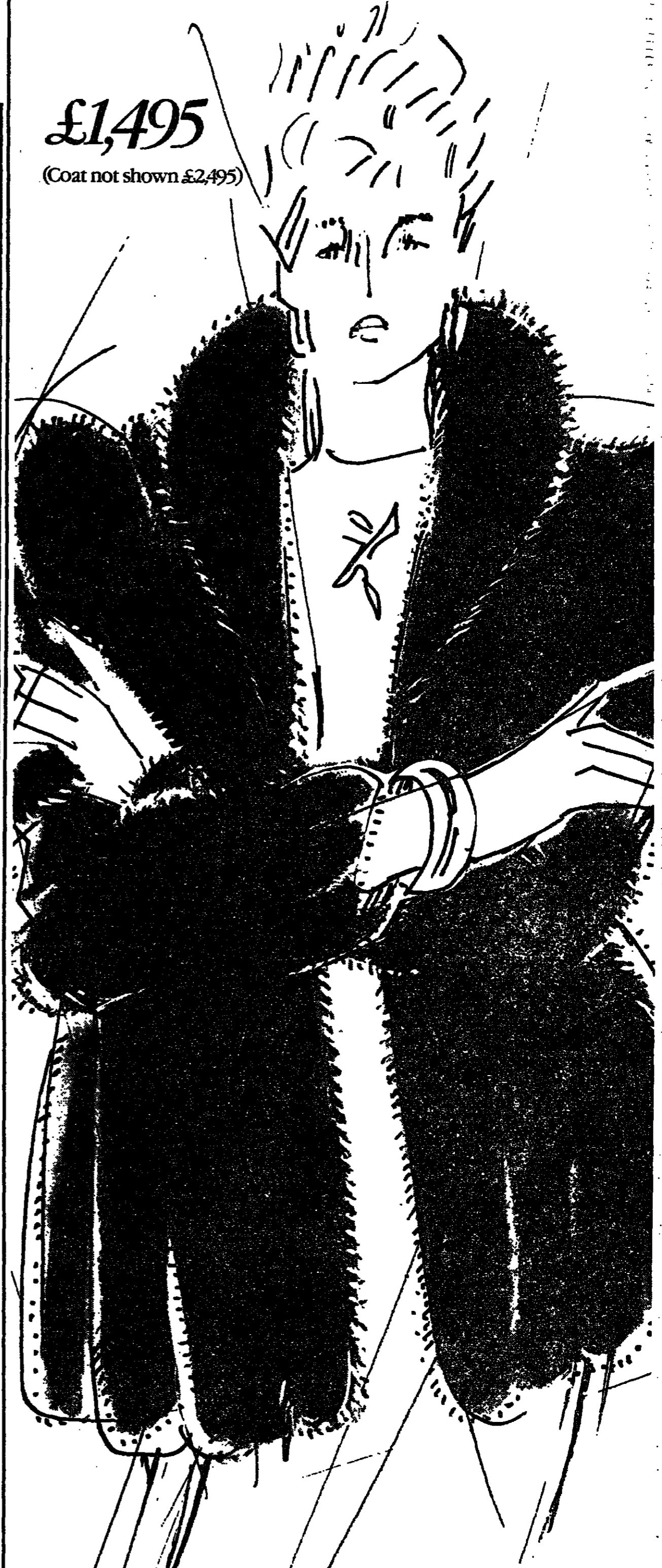
Safety pins and bondage straps will attempt a comeback next week in John Crancher's London show, titled predictably "The Anarchists". Also attempting a comeback with as many safety pins (but minus the tooth-brace) is the 1970s punk idol Poly Styrene, who will make a guest appearance at Crancher's show. She has been to India, joined the Krishna movement, and returns to London to belt out a couple of numbers for old-punks' sake.

Rebecca Tyrrel

The Mink Jacket of the Year at Harrods

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(Coat not shown £2,495)



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THE TIMES DIARY

All part of the service

British Rail consultant William Camp earned his money yesterday when he dragged a would-be suicide case from the path of an approaching train at Euston...

Figurehead

The junior common room at St Hugh's, Oxford, has voted to exclude strangers from its meetings - effectively banning the father of maths prodigy Ruth Lawrence...

Haunted houses

The spectre of Michael Heseltine continues to haunt the hapless Leon Brittan who, having hung on, now at last faces the imminent boot from his ministerial rooms in the Commons...

Beastly luck

Michael Lingens, the former chairman of the Bow Group who was branded as "crackers" by Mrs Thatcher after he accused the Tories of a cop-out...

Tiny's tidy sum

Tiny Rowland is unlikely to regard the expected American bid for Lorhno as the unacceptable face of capitalism...

Art royal

Princess Michael of Kent may be the next royal to be involved in a government investigation through her job as an art dealer with the MacConnall-Mason gallery...

Worldwide fall in support for the left

Thirdly, Thatcherism was also born of a reaction to high inflation, trade union power and general unease about unmanageability in the mid-1970s...

Carrington's banana skin

Richard Owen talks to Nato's chief about tomorrow's Spanish referendum and the prospects for a Reagan-Gorbachov summit

Brussels Lord Carrington is facing his biggest political test since he resigned as Foreign Secretary over the Falklands crisis and became Nato secretary-general nearly two years ago...

the Western defence ministers round for dinner and engineering a compromise over the claret. Spanish withdrawal would upset this smooth performance...

would rather not. If the Spanish think they can rely on the EEC for security they are deluding themselves. "Partly because of Irish membership the EEC doesn't talk about security at all..."

On the other hand he sees the Spanish problem in the context of 36 successful years of Western and Nato survival. The alliance can manage without Spain, although it



'There is no doubt the Americans want a summit, and there is no doubt that the general feeling, not just in the West but in the non-aligned and Third World, is that it is a good thing for the leaders to talk. In the light of this is the Soviet Union going to say no? I rather doubt it.'

Dennis Kavanagh assesses the change in attitude to Conservative policies and suggests that a major about-turn is on the way

Thatcherism's last gasp?

The many difficulties besetting Mrs Thatcher's government have begged the question of the future of "Thatcherism". Enemies and friends alike have claimed that the government's changes of course are evidence that a distinctive style is on its way out...



more concerned to control what Lord Hailsham (in opposition) called an elective dictatorship than to curb it. Finally, the vocabulary of the Labour leadership has also been changed...

Complex mood bridging the political divide

The Thatcher goal of creating an enterprise economy and a self-reliant society, however, does not seem to have impressed itself on voters. Public opinion has actually moved against her on whether voters prefer tax cuts (and reduced government spending on services) or an increase in both...

Support for Thatcherite beliefs

Table with 6 columns: Question, 1983 (1) Pro, 1983 (2) Anti, 1985 (1) Pro, 1985 (2) Anti, Balance of Pro and Anti. Includes questions like 'When dealing with political opponents, stick firmly to one's beliefs or meet your opponents halfway?' and 'Governments can't do much to create prosperity; it is up to people to help themselves; Agree or not?'.

Wronged in the name of rights

Alterations in the language of public debate, and in the categories through which the social world is understood and acted on, are of decisive importance...

Jobs and opportunities must be created and the economy fashioned accordingly. If this involves the restriction of those "bourgeois" liberties that flourish in the marketplace, then so much the worse for bourgeois liberties...

The notion of a "claim right" is not new to jurisprudence. For instance, if I contract with you, and perform my part of the bargain, then I have a claim against you. If you refuse to honour your promise, then you violate my rights...

The idea of "rights" is indeed a potent weapon in the hands of the radical, not least because the old guard lacks the strength to attack with it, and has forgotten how to use it as a shield.

During the miners' strike, the National Council for Civil Liberties - a body with impeccable left-wing credentials - was much exercised by the need to defend Arthur Scargill and his militants...

At the same time, it becomes the source of a new corruption. No duties are imposed on the man whose "right to work" is to be inflicted on the public purse. Even the duty of obedience is set aside by the champions of the underdog...

The author is editor of the Salisbury Review.

One over eight to the bar

I was much impressed the other night when Steve Race introduced a repeat of a jazz concert first shown in 1964 on BBC2...

What impressed me - apart from the fact that the Scot didn't seem to have had too much effect on Hawkins, who kept upright and played pretty well - was that Steve Race should have mentioned the fact at all...

The nearest anyone has ever got to that is Michael Zwerin, the excellent Herald Tribune jazz writer, who is a sober, abstemious, etc fellow these days but who according to his autobiography, Close Enough For Jazz, had some wild times...





# LEGAL APPOINTMENTS

**Woman 60**  
Shoplifting 09.10.85  
No previous offences

**Man 38**  
Burglary 15.11.85  
3 Charges  
12 Previous convictions

**Woman 22**  
Assault 20.10.85  
Victim  
23 yr old Man

CROWN PROSECUTION SERVICE

## A question of judgment

The opportunity to handle varied criminal cases in the fast-moving environment of London is now open to capable lawyers interested in specialising in the challenging area of criminal advocacy.

The Crown Prosecution Service will, as part of the Department of the Director of Public Prosecutions, monitor all charges brought by the police. Members of the CPS will decide whether court proceedings are appropriate in individual cases and, if so, conduct such cases for the prosecution.

As a Crown Prosecutor you will work in an environment where your decisions count; you will swiftly accrue a unique and valuable range of criminal law experience.

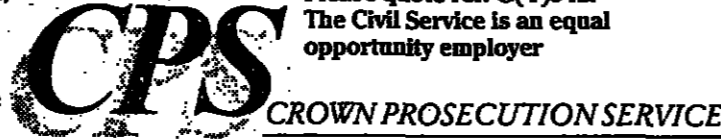
Vacancies are currently available in London, similar appointments for

the regions will be advertised at a later date.

Salary: as Crown Prosecutor £10,500-£15,000. Starting salary according to qualifications and experience. In addition, posts in the London area attract London weighting as follows: Inner £1365, Intermediate \$765, Outer \$545 per annum.

For further details and an application form (to be returned by 4 April 1986) write to Civil Service Commission, Alencon Link, Basingstoke, Hants RG21 1JB, or telephone Basingstoke (0256) 468551 (answering service operates outside office hours).

Please quote ref: G(1)942. The Civil Service is an equal opportunity employer



## COMPANY COMMERCIAL AND REAL PROPERTY

Freshfields are looking for able and energetic lawyers to join their Company/Commercial and Real Property Departments.

### Company & Commercial

Applicants should have at least two years' post-qualification experience in the Company/Commercial field. The job will include corporate finance and other work of high quality in the financial markets. Future opportunities exist for assignment to an overseas office.

### Real Property

While some post-qualification experience is preferred newly admitted applicants will certainly be considered for these positions. Sound academic backgrounds coupled with good commercial judgement are necessary requirements.

In both departments excellent career opportunities exist for those wishing to further their experience in a taxing yet intellectually stimulating environment.

If you wish to apply, or would like to discuss your suitability, please write to or telephone David Rance at: Freshfields, Grindall House, 25 Newgate Street, London EC1A 7LH Telephone: 01-606 6677

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If you wish to discuss this opportunity telephone Christopher Rigby on 01-405 6852 or write to Reuter Simkin Ltd quoting Ref: CR/C218 at 26-28 Bedford Row, London WC1R 4HE.

Applications will be treated in strictest confidence.

**REUTER SIMKIN RECRUITMENT**

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Applicants should have a good academic background, with 2 to 3 years' experience as a solicitor, preferably with a City firm.

The variety of work is stimulating and demanding, involving client contact at Board level; and the rewards, professionally and financially, are very attractive.

Career prospects are excellent.

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- COMMODITIES AND FUTURES

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Your responsibilities will extend beyond the UK and you should be prepared for occasional foreign travel within Europe. You will also be required to liaise with and, on occasions, advise NCR Corporation's

Law Department in the USA.

You must have a good knowledge of commercial and company law and should possess a high standard of draftsmanship. Ideally you will have had exposure to an international marketing environment and will have spent time in the commercial law department of a substantial firm of solicitors. Experience of the electronics' high-tech sector would be an advantage as would fluency in or a good working knowledge of another European language. A salary of c. £18-19,000 will be offered plus an attractive package of benefits including non-contributory pension scheme. Please write with full C.V. including details of current salary to: Cath Murphy, Personnel Manager, NCR Ltd., 206 Marylebone Road, London NW1 6LY.

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Applications are invited from qualified Solicitors with an aptitude for advocacy. Experience of work for a local authority and/or the police would be an advantage.

For application forms and further particulars please write to: The Chief Executive and Clerk, County Hall, Martineau Lane, Norwich, NR12DN; or telephone Norwich 611122, Ext. 5337. The closing date for receipt of completed applications will be 2nd April.

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This post is subject to the LMSSC ring fence procedure. Applications are welcomed from any candidate. GLC and London Boroughs staff will be considered first. Application forms from London Borough of Hammersmith and Fulham (Personnel), Town Hall Extension, 50th Street, Hammersmith W6 3JU, telephone 01-741 5904 (24 hour answering service) quoting ref. LDS. 7. Closing date: 28th March, 1986.

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Simpson Curtis is a substantial commercial law firm serving a full range of business clients, including numerous PLCs. We are growing rapidly and have a particular requirement for company/commercial and property lawyers.

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## A Long UK Tradition

General Motors has been an integral part of British industry since 1925. In that year we acquired Vauxhall. In 1931 we began building Bedford commercial vehicles.

In good times and bad, in peace and in war, we have gone on investing in Britain. Producing in Britain. Exporting for Britain. Providing thousands of jobs.

In our 60 years we have produced 5 million Vauxhalls. At Bedford we have built 3.5 million commercial vehicles.

We also make a wide range of components in the UK.

Humble items like filler caps and air filters. High-technology items such as instrument clusters and catalytic converters. Nearly three-quarters of this output is exported.

## Resources, Research and Development

General Motors is one of the world's most successful motor manufacturers. It leads the field in many areas of research, development and the application of new technologies.

GM's British operations have access to those worldwide resources and capabilities. Capabilities that gave the motorist the energy absorbing steering column, the multi-beam headlamp and safety wind-screen glass and that now contribute to space exploration.

It is GM's technical excellence in the UK, as elsewhere, that is keeping the Corporation at the leading edge of new product design and the manufacturing systems to make those designs.

## Some UK Milestones.

- 1925 Vauxhall joins the GM family of companies
  - 1930 'Cadeff' launched - first fruits of GM's investment
  - 1931 First Bedford truck produced
  - 1939-45 250,000 Bedford trucks and 5,640 Churchill tanks produced during World War II
  - 1947 Bedford first British manufacturer to make 500,000 trucks
  - 1969 New 700 acre proving ground opened at Millbrook, Bedfordshire
  - 1978 The 3 millionth Bedford commercial vehicle produced
  - 1981 Bedford celebrates 50 years of making British trucks
  - 1982 1,500,000th Bedford exported
  - 1984 Cavalier best-selling car in its class
  - 1985 Astra wins 'Car of the Year'
- GM's commitment to Britain in the year included:
- £395m in exports (up 25% over 1984)
  - £1,000m of British goods and services
  - 100,000 people employed, directly and indirectly
  - £290m in wages and salaries
  - playing our part in the community (for example by training 600 young people full-time)

\* 'Car of the Year' is organised by Telegraph Sunday Magazine, Autoute, Autovisie, L'Equipe, Stern and VI Bizarre.

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Quality and value are GM watch-words in the quest to succeed in a highly competitive worldwide marketplace.

It is with these criteria in mind that GM has invested over £1.2 billion in the UK in the past decade.

The Cavalier has a superb reputation for quality. Vauxhall sales figures prove the point. The Astra, in car and van versions, is another success story - in market acceptance and in helping to maintain employment in the depressed North West at Ellesmere Port.

Bedford has gone on competing. Nearly half its truck output is exported. And all this despite over-capacity in the world commercial vehicle market.

UK component operations, with advanced design and manufacturing as good as any in the world, export over 70% of their output.

GM is proud of the tradition of its British companies. It plans to build on that tradition.

Into the 21st Century.



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WALL STREET

New York (Reuters) - Stocks moved higher in active trading after profit-taking on lower interest rates died out. Traders said the tendency to sell on "good news" was apparent early in the day. The Federal Reserve Board lowered the discount rate to seven per cent and banks followed by lowering prime rates to nine per cent.

The Dow Jones Industrial average, which was up six points in an active trading, closed at 1,699.83, up 3.3.

Eastman Kodak was down 1/4 to \$8. Chemical Bank New York was up 2 to 49 1/2 as bank stocks gained on lower rates. The American Stock Exchange prices closed at a new high in moderate trading. The Amex market value index rose 1.19 to a record 260.05.

Table with columns: Mar 7, Mar 8, Mar 9, Mar 10, Mar 11. Lists various stocks and their prices.

FOREIGN EXCHANGES

STERLING SPOT AND FORWARD RATES. Table with columns: Market rates, Spot rates, Forward rates. Lists rates for various currencies.

MONEY MARKETS AND GOLD

EURO MONEY DEPOSITS %. Table with columns: Dollar, Deutschmark, French Franc, etc. Lists deposit rates.

GOLD

Table with columns: Gold, Silver, Platinum. Lists prices for these metals.

ECGD

Table with columns: ECGD, various rates. Lists ECGD rates.

LONDON FINANCIAL FUTURES

Table with columns: Three Month Sterling, Six Month Sterling, etc. Lists futures prices.

CANADIAN PRICES

Table with columns: Various Canadian stocks and prices. Lists Canadian market data.

COMMODITIES

The expected US discount rate cut sparked a brief resurgence in sterling on the currency markets. But the pound was forced to give up most of its gains, ending at 1.4550 to the dollar, against 1.4585 overnight and a high of 1.4600.

DOLLAR SPOT RATES

Table with columns: Ireland, Singapore, Australia, etc. Lists dollar spot rates.

OTHER STERLING RATES

Table with columns: Argentina, Brazil, Canada, etc. Lists other sterling rates.

INVESTMENT TRUSTS

Table with columns: High Income, Growth, etc. Lists investment trusts.

COMMODITIES

LONDON COMMODITY EXCHANGE. Official turnover figures. Price in pence per tonne.

LONDON METAL EXCHANGE

Table with columns: COPPER HIGH GRADE, ZINC HIGH GRADE, etc. Lists metal exchange rates.

MEAT AND LIVESTOCK

Table with columns: Cattle, Sheep, etc. Lists meat and livestock prices.

COFFEE

Table with columns: Arabica, Robusta. Lists coffee prices.

WHEAT

Table with columns: Various wheat grades. Lists wheat prices.

ALUMINUM

Table with columns: Various aluminum grades. Lists aluminum prices.

FINANCIAL TRUSTS

Table with columns: Various financial trusts. Lists trust prices.

THE TIMES UNIT TRUST INVESTMENT SERVICE

Large table listing various unit trusts and their performance metrics.

THE TIMES UNIT TRUST INVESTMENT SERVICE

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Large table listing various unit trusts and their performance metrics.

Quotations on this page refer to Friday's trading. In the event of a bank holiday, the quotations on this page refer to the previous trading day.



THE TIMES Portfolio

From your portfolio card check your eight share price movements. Add them up to give you your overall total. Check this against the daily dividend figure published on this page. If it matches you have won outright or a share of the total daily prize money...

ACCOUNT DAYS: Dealings began March 10. Dealings end March 27. Contango day April 1. Settlement day, April 7. Forward bargains are permitted on two previous business days.

STOCK EXCHANGE PRICES Strong opening

THE TIMES Portfolio DAILY DIVIDEND £4,000 Claims required for +47 points Claimants should ring 0254-53372

Table with columns: No., Company, 1985 High, 1985 Low, Price, Change, % P/E. Includes sections for INDUSTRIALS-LR, BREWERIES, BUILDING AND ROADS, and INDUSTRIALS-SZ.

Weekly Dividend table with columns: MON, TUE, WED, THU, FRI, SAT, Weekly Total. Includes a note: Please make a note of your daily totals for the weekly dividend of £20,000 in Saturday's newspaper.

BRITISH FUNDS table with columns: 1985 High, 1985 Low, Price, Change, % P/E.

SHORTS (Under Five Years) table with columns: 1985 High, 1985 Low, Price, Change, % P/E.

FIVE TO FIFTEEN YEARS table with columns: 1985 High, 1985 Low, Price, Change, % P/E.

OVER FIFTEEN YEARS table with columns: 1985 High, 1985 Low, Price, Change, % P/E.

UNDATED table with columns: 1985 High, 1985 Low, Price, Change, % P/E.

INDEX-LINKED table with columns: 1985 High, 1985 Low, Price, Change, % P/E.

Table with columns: 1985 High, 1985 Low, Price, Change, % P/E. Includes sections for BREWERIES, BUILDING AND ROADS, CHEMICALS, PLASTICS, CINEMAS AND TV, DRAPERY AND STORES, and ELECTRICALS.

Table with columns: 1985 High, 1985 Low, Price, Change, % P/E. Includes sections for FINANCE AND LAND, FOODS, HOTELS AND CATERERS, and INDUSTRIALS A-D.

Table with columns: 1985 High, 1985 Low, Price, Change, % P/E. Includes sections for SHIPING, SHOES AND LEATHER, and TEXTILES.

Table with columns: 1985 High, 1985 Low, Price, Change, % P/E. Includes sections for MOTORS AND AIRCRAFT, NEWSPAPERS AND PUBLISHERS, and TOBACCO.

Table with columns: 1985 High, 1985 Low, Price, Change, % P/E. Includes sections for OIL, BANKS DISCOUNT HP, and various other categories.

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Large advertisement on the right side of the page, partially obscured by a 'Sleeper far from for L.M.' sign. The ad contains text and a large graphic of a person's face.

COMMODITIES REVIEW

Sleepless nights far from over for LME traders

Most of London's commodity traders were in their beds...

creely feel the same way, so the scene is set for a battle royal...

Scene is set for a battle royal with exchange in the middle

The position of the ITC is curious, to say the least. LME brokers and other traders...

There are two catches. One is that the "ring out" is for cash settlement...

But will it be this time? Nobody has bothered to tell the staff...

Buffer stock has debts of £300m and no obvious means of paying

Of more immediate concern to brokers is the buffer stock. It has debts of £300 million...

The clear thing is that the LME, come noon tomorrow, is out of the tin business...

Export controls, you may remember, were supposed to be voluntary but in practice every exporting member...

The LME and the ITC may have come to the parting of the ways, but their individual ways are largely unmappped.

Michael Prest

COMPANY NEWS

CLYDESDALE BANK: Consolidated quarterly profit for 1985 was £29.50 million...

HAWKER SIDDELEY CANADA: A quarterly dividend of 24 cents is to be paid on April 4...

Harvard Securities PLC: Buy or Sell Shares Free of commission To deal ring 01-928 4003/928 2237

NORTH ATLANTIC SECURITIES CORPORATION: Proposals to utilize or liquidate the company were rejected...

IBM PC XT/FD £2248 ex VAT

IBM PC XT/FD, 10mb hard disk drive, mono display, display printer adaptor, keyboard. London: 01-628 8830

Spectrum software claims off target

Sir Clive Sinclair's claim that his latest computer, the Spectrum 128, will run all the software written for earlier versions of the Spectrum is apparently not quite true.

Purchasers who have upgraded to the new computer from the Spectrum Plus are complaining that a few pieces of software, including the chart topping program Elite...



The next stage: Atari 520ST, at £399

Euro launchings setting hot pace

The competition among manufacturers in the high power, small business and home computer markets stepped up this week with the European launches of a series of advanced computers from Atari and Commodore.

powerful machines in its ST range - starting at £400 after a hefty last minute price rise from £300.

Commodore's Amiga, which has become well known for its dazzling array of colour and sound capabilities, is the most expensive of the newcomers at an expected £1500.

In another last minute change of mind the company has decided not to launch a version of this model with a built-in computer disc drive.

Compaq: 3 new models!

Compaq Portable II now available in 3 versions: lighter, smaller, sleeker, new keyboard, 80286 8MHz processor, 256k expandable to 4.1 megabytes...

ONLINE AND THE NEW EPSON TAXI PC

FOR THOSE WHO WANT MORE INFORMATION. To make the right decisions, getting the right information at the right time is essential.

Name: Address: fields for contact information.

COMPUTER HORIZONS/1

Ready for the take-off

Satellites have consistently remained at the centre of international political debate in recent years. That debate has focused on the commercial future of services offered on satellite...

Research, predicted a boom in the revenue generated by those satellite services. The survey determined revenue rising to US\$1.5 billion a year by 1995...

the Americans, principally in satellite television. The US is "tailored-made for satellites" but not so Europe, says CIT.

THE WEEK

Bill Johnstone Technology Correspondent

- will have grown to US\$370 million, which could quadruple five years later. CIT detailed these growth areas: Internal corporate communication networks; video and teleconferencing; computer communications; distribution of earth resource pictures for use in weather forecasting and geological surveys; electronic mail and high speed telefacsimile; data bases and the services derived from them; remote/decentralized printing; education, training and information; the distribution of data and audio/video signals.

Games that can fool bosses

By David Guest

Ever since one particular flight simulator computer game became the litmus test of whether a computer was truly compatible with the IBM PC it has been obvious that personal computing at work need not be an overwhelmingly serious business.

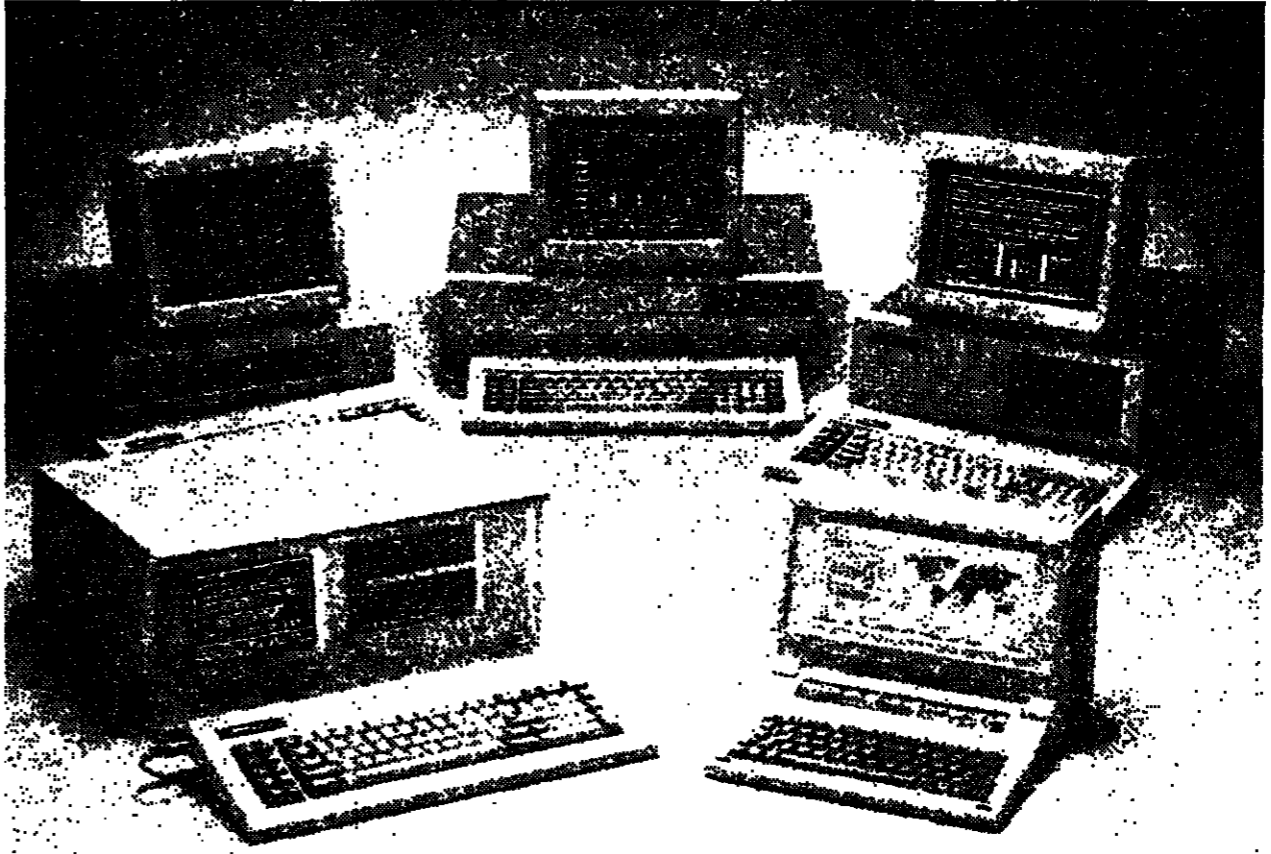
the level of the personal computer and so a new generation of recreational software has been developed to disguise the fact that the eager computer user at work is in fact lost in a world of game playing.

to peer into space while giving an appearance of industrious concentration at the computer screen there is a package called Look Busy from a Texas-based company called Fake Software.

Before the days of business PCs it was considered almost fraudulent to play games on a company's computer - the player was after all appropriating machine time for frivolous purposes.

Microdeal admitted, however, that its own staff was banned from using the dummy device at work. For the bone idle who wish

This appears on screen to be a full scale integrated business package working away but actually requiring no attention from the user. Programs known as desktop organisers can also include games that can quickly be banished from the screen though they tend to be of the more worthy mental stimulation type.



THIS MANY PCs COULDN'T COME FROM ANY OLD CHARLIE

In fact they come from Zenith, the world's number one PC-compatible supplier. Zenith covers all personal computer needs with a range that includes a multi-user AT compatible, single-user desktops, transportables and a unique briefcase sized system.

Zenith Data Systems Ltd., St. John's Court, Eason Street, High Wycombe, Bucks HP11 1JX. Tel: (0494) 448781. Telex: 43421

COMPUTER HORIZONS/2

Turning the screw on fraud

A small computer crime squad at New Scotland Yard is so far the only specialist unit in the UK to investigate high technology fraud.



GEC Avionics has won a £38 million order to supply computers to the US Air Force and Navy.

Ron Howard, a director of the company, said: "It's still very unusual for a British manufacturer to win orders at the heart of the American defence industry."

Amstrad has announced a bigger version of its highly successful budget priced word processor aimed at those who need a larger word processing capacity.

Sharing ideas will be easier for some Soviet and US scientists conducting joint research projects if a Kremlin approves the first official computer link between the superpowers.

fields that led the Russians and some US people to realize this would be a way to not only carry on exchanges, but joint research.

Deutsche Bundespost has announced a nationwide telemetry project that will enable the meter signals to be transmitted digitally without interfering with voice traffic.

Fujitsu, Japan's top computer group, has denied a report originating in West Germany that it would stop making computers compatible with IBM systems.

The West German report had alleged that Fujitsu was having trouble making IBM-compatibles because of a dispute it had with the US group about software.

A new line on the spoken word

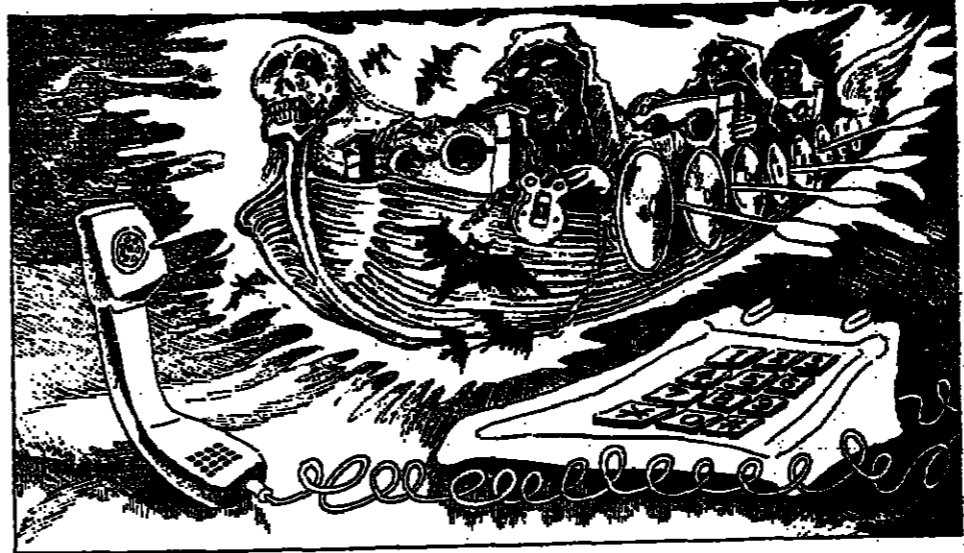
By Martin Banks

There have been increasing noises recently about translation machines. The Japanese are even said to be developing a telephone that can translate the spoken word.

Far-fetched? In the short term, yes. The computer and software needed to cope with not only on-line word translation but also the problems of grammar and syntax that will work with both speech recognition and synthesis has not been built yet.

Take the Japanese phone again. The chances are that a translating telephone would be used primarily for business calls.

One of the oldest precedents came from the US tractor



company, Caterpillar. Its tractors sold worldwide, which posed an expensive problem for the company.

Caterpillar's solution was to develop a specific English vocabulary geared to maintaining tractors.

Such a total number of words may seem small yet it is ideally configured for the needs of computer translation.

Most individuals have a vocabulary of several thousand words yet often get by with just a few hundred in day-to-day life.

In any business environment the vocabulary often gets smaller and, more important, more specific in the meaning of individual words.

This means that computer translation systems can become quite feasible. Indeed, working with a well-defined vocabulary geared to a specific business overcomes the major problem of such systems.

The different constructions of languages make computer

based translation systems far more difficult than simply substituting words.

For example, the construction of French is different from German, where whole sentences are put into one word where the tense, and so the sense, rests in the last syllable.

The all-purpose translation system that can cope with this is a long way off. The business systems, or more specifically a number of different business translation systems, are much more feasible, though they will undoubtedly cause problems and misunderstandings at first.

Expect to see "the ancient torture system up in the sky on a boat" as the result of a computer translating the phrase "ship the stocks by air".

Church in computer mix-up

Somebody may have been using an office of the Roman Catholic Archdiocese of San Francisco to "bunker" computers.

The other 1,600 found their way back to retailers in New York city, investigators said.

"We want to pay back what is owed and make amends," he said, adding that the archdiocese already has returned \$57,466 to Apple.

The Rev Carl Schipper, superintendent of archdiocese schools, acknowledged that church-bought computers had been resold to non-educational users over the past two-and-a-half years.

The Apple attorney Steven Sabbath said the church was co-operating with Apple and the district attorney in the probe.

How to convert your PC to an XT

Just insert tab A into slot B.

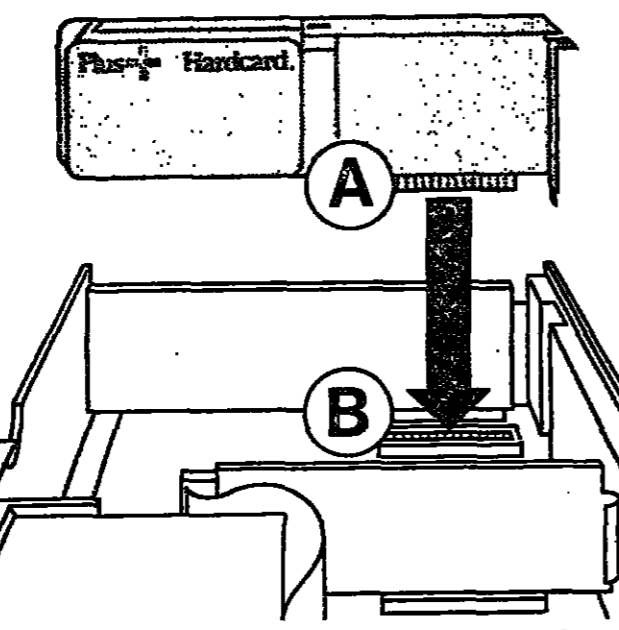
Just slip Hardcard into a single expansion slot inside your IBM PC, Compaq, Olivetti M24 or IBM compatible to expand it to the full XT performance with an extra 10 megabytes of hard disk storage.

Hardcard has everything built onto a single card - the drive, the controller and the electronics. It weighs just over 2 lbs and measures only 13"x4"x1".

Performance: A completely integrated design with fewer moving parts means that Hardcard is far more reliable than a conventional hard disk.

12 months warranty: Hardcard is the original hard disk on a card and is the market leader in the USA.

Affordable and reliable - at £775 Hardcard is the best solution to your mass storage needs and your XT upgrade requirement.



Hardcard from Plus. Contact your IBM PC supplier for further information on Hardcard or return the coupon to the sole UK distributor.

Form with fields for Name, Position, Company, Address, and Telephone, plus a checkbox for 'I am interested in Maintenance Services for my equipment'.

IBM AT/E 20mb, £3200!

IBM Personal Computer AT/E, 512k memory, with IBM 20mb hard disk, 1.2mb floppy drive, monochrome monitor, clock, serial & parallel interfaces, UK keyboard, manuals, diagnostics.

Wright Air Conditioning advertisement for computer rooms, including contact information for Birmingham, Bristol, Glasgow, London, Newcastle, and Wokingham.

SAVE 30% ON COMPUTER MAINTENANCE

If you're still using the manufacturer to maintain your company's computer system, it's probably costing you a lot more than it should.

Because CFM, Britain's largest independent computer maintenance specialists, can cut your costs by as much as 30%.

And as maintenance is our only business, you can rely on us for fast, expert service all over Britain.

Which is why no fewer than 7 of the UK's Top Ten companies are relying on CFM today.

If you want to find out how to improve your company's profitability by reducing costs without reducing performance, phone us today or fill in this coupon.

Teachers get training for schoolrooms of the future

By Lucy Hodges, Education Correspondent

Microcomputers have been introduced into English and Welsh classrooms on the cheap. Through a secondary school has, on average 10 micros and Britain is thought to lead the world in the idea of microcomputer use in education.

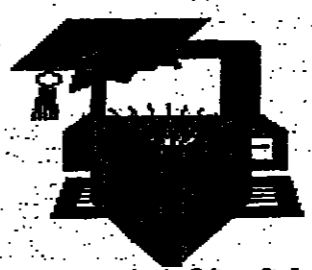
Compared with French schools, for example, British schools have a thin spread of micro-computers and many children probably have little contact with them.

The Government has spent £20 million on hardware and peripherals and £23 million over five years on the Micro-electronics Education Programme, which is being killed at the end of March.

It will be replaced by the Microelectronics Support Unit, with less funding at a much lower level and with a narrower brief.

But there is good news in one area of the country: Leitchworth, Hertfordshire, where Education 2000, the educational initiative launched in 1983, is proposing to revolutionize how children learn.

The Leitchworth project, designed as the forerunner for others throughout the country, aims essentially to retain all the teachers in the town's six secondary schools.



London Software Studio

only for combining the private and maintaining sectors in this way, but also because it is independent of the State apparatus and trying to innovate on an ambitious scale.

Education 2000, launched by a group of dissatisfied educationists to prepare children for life in the 21st century, is worried about the number of children who leave school completely unprepared for the world about them.

Mr Abbott saw this technique working in the US in Princeton, New Jersey, where the children achieved outstanding results.

Mr Abbott believes that it will challenge the British emphasis on the constant setting of essays, which are marked and given back when the child is already working on the next essay.

The initiative is novel, not enough machines word processing will become a fundamental skill in the classroom.

Project Leaders & Senior Analysts

- Salary package worth up to £25K
Low Interest Mortgages
Income Protection & Private Medical Insurance
Interest free Season Ticket Loans

Create the nucleus of a brand-new IBM development team in the City. A genuine greenfield challenge with vital international implications. Our client, a leading name in the International Capital Markets, has just briefed us on one of the most far-reaching IBM development projects currently being undertaken in the City.



Expert help for industry

By Frank Brown. The Alvey programme is now offering British companies the opportunity of improving their marketing efficiency through expert systems, and to do so at comparatively low cost.

A new Alvey Club has been formed to develop an expert system that will enable marketing executives to produce economic models of their markets without the need to be trained in statistics. Called Emars, is the latest venture in the Alvey Directorate's Community Clubs scheme for advancing the awareness of expert systems in UK industries.

AMSTRAD Users advertisement for the Clarity Guide to word processing on the PCW 8256, including price and contact information.

March 11, 1986

# On time, from cars to fish fingers

As an army marches on its stomach, much of Great Britain Ltd depends on the efficiency or otherwise of the distribution companies that serve the networks of industry and commerce, ranging from the assembly of cars to the stacking of supermarket shelves.

Moving things around in the most-expeditious manner possible is big business: about £20 billion a year is spent on freighting alone and the growth in distribution services during the past three or four years has been steady as Britain's economic activity has improved.

It can be a matter of delivering chilled food in prime condition for that expanding market or completing the frozen food chain which gets a fish finger to a child's plate in perfect condition. It can mean ensuring that all the components that make up a car get to a factory not too late and, equally important so that stocks are kept to a minimum, not too early. Or it can mean seeing a parcel or letter arrives at a destination when it should.

While the health of the distribution services depends on whether the economy is doing well, it thrives equally on export and import. A cushioning factor is that the retail chain, especially in food, has a level of activity which tends to hold up during times of economic stringency.

Nevertheless, this is an industry of fierce competition

where the weapons of new technologies, from specialized transport to computer controls, are used as the levels of sophistication spiral.

Road transport accounts for about 95 per cent of the movement of freight, with the road transport market valued at £19.2 billion at the last detailed count in 1983. There are, the Freight Transport Association (FTA) estimates, about 500,000 lorries and one million lighter transport vans involved, with an estimated 300,000 jobs.

But British Rail has been increasing the appeal of its freight services by using road transport links to achieve flexible deliveries from rail depots. One cider company which built its own rail siding to exploit the new system saved 25 per cent on its distribution costs, according to British Rail.

While air freighting is, in percentage terms, a small part of the distribution market, it is playing a growing role as the demand for fresh fruit and vegetables, particularly the more exotic varieties, has grown. Air freighting was responsible for chilled lamb from New Zealand to Britain in increasing quantities.

If all forms of transportation, including the movement of fuels and waterborne transport, are taken into account, total spending is more than £40 billion a year. Judged by tonnage transported over distance — the tonnes-kilometres criterion which measures ac-

tual work done — road systems account for about 60 per cent of the market, rail 9 per cent, waterborne transport just over 25 per cent and pipelines about 6 per cent.

On road transport, the index of tonnes-kilometres dropped from 107 in 1979 to 97 the following year but has since climbed to an estimated 110 in 1984, according to ICC Business Ratios. There was

an estimated easing to 107 in early 1985.

Owner operators running up to five vehicles still account for 70 per cent of goods vehicles on the road.

The trend for years has been to carry more goods on fewer vehicles as articulated lorries up to 38 tonnes have matched the needs of the fast-changing retailing sector. The index of carryings by articulated vehicles has risen from 100 in 1977 to 118 in 1985.

It is the retailing revolution that has probably been the



Checking in: Foreman Dave Turner, left, and Ray Spencer at the SPD Consortium warehouse at Yate near Bristol

biggest factor behind distribution's own revolution although the sophistication increasingly demanded by the vehicle manufacturers must run it close.

At one time it was the food and grocery manufacturers that generated demand and delivered to the retailer. The upsurge of the big chains has led to the retailer creating demand thus dictating the supply system and shifting distribution to central warehouses, either owned by the retailer or run for them by contractors. It is estimated that most big multiples control distribution centrally for between 60 and 80 per cent of their sales volume and this trend is still accelerating.

The same progress bringing in similar structural changes is now being seen in other markets such as hardware and DIY, furniture, domestic electrical appliances from washing machines to television sets, toy retailing and also pharmaceuticals.

What could put more lighter vans on the road is the new trend to squeeze the bigger trucks out of city and town centres. It will mean more depots out of town to break

loads down for delivery by smaller vehicles. That could drive up costs to be reflected, inevitably, in prices. It is a moot point whether a single delivery by one large truck to a big in-town store is more disruptive than multiple deliveries by a fleet of smaller vehicles carrying the same amount of goods.

In road freighting many smaller companies, with less

UK, a part of Australia's Thomas Nationwide Transport, George White, which belongs to Associated Newspapers and John Forman, a P & O subsidiary.

ICC forecasts a further revival in haulier's fortunes, possibly with sales growth exceeding 10 per cent. Demand for services is expected to remain high.

As the prospect grows of armchair shopping, using interactive links to order goods displayed on television, a harbinger of what the public can expect is the delivery service offered by Homespeed, a venture by Pickfords Removals, part of the National Freight Consortium.

Homespeed's two-man teams deliver items such as furniture and electrical appliances at times, including evenings and weekends, to meet family needs.

Derek Harris  
Industrial Editor

\* Road Haulage, Key Note, £79.

\*\* Road Hauliers (Major): ICC Business Ratios, £137. Both available from 28-42 Banner Street, London EC1Y 8QE.

Deliveries at weekend to meet family needs

than five vehicles, are finding it increasingly difficult to make a profit, according to Key Note, the market analysts\*. But Key Note believes the parcels and small loads traffic still has considerable growth potential although increased competition could mean lower prices.

In its latest report\*\* on major road hauliers ICC Business Ratios found some of the companies with the higher profits margins dealt with non-bulk consignments. They include TNT Road Freight

# Going faster on the road

The great days of the train, when the railways were seen as the natural means of moving goods around the country, have long gone. The greater flexibility of road transport, helped by an ever expanding and improved road network, has meant that it now accounts for nearly two-thirds of all freight movements.

About three-quarters of that traffic is carried by manufacturers', wholesalers' and retailers' vehicle fleets. The so-called third party distribution network ranges from thousands of one man operations to the giant National Freight Consortium, formerly the National Freight Corporation, which is now owned by the employees and one of the great privatization successes.

The NFC operates 13,000 vehicles from more than 700 locations in the UK and overseas, and in 1984 its turnover was more than £562 million. It includes such household names as British Road Services and Pickfords.

Its BRS operations have recently been merged with those of the SPD group, which it acquired from Unilever last year. SPD specializes in the high street distribution of consumer goods, providing a common carrier for compatible products from different manufacturers destined for the same location.

Every year it makes more than two million deliveries to 125,000 retailers, wholesalers, caterers, factories and institutions, and its customers include Whitbread, Van den Berghs, Scottish and Newcastle Breweries and Beefeater Inns. It also has management contracts with Kellogg's, Sainsbury's, Tesco and Mars.

SPD accounts for about nine-tenths of the NFC turnover; the remainder is represented by smaller subsidiaries such as Carrycare, which specializes in consumer goods that need extra careful handling.

It claims to have been the first to develop effective protective packing, handling,

storage and distribution methods.

Another subsidiary, GDS, specializes in distribution services to the confectionery industry. Formerly the transport division of Geo Bassett Ltd, it now acts as a common carrier, delivering 3,000 different products to 40,000 customer outlets.

Distribution costs are now estimated to account for up to 25 per cent of the purchase price of a product and consequently more and more attention is being paid to potential savings. The formation of the Institute of Physical Distribution Management reflects the increasing use of specialist companies that can advise manufacturers and retailers on the most cost-effective methods.

Manufacturers' own transport fleets have correspondingly declined, one reason being that the high turnover of large supermarkets has made traditional distribution methods, with a separate vehicle from each supply source, impractical in terms of unloading, queueing and waiting.

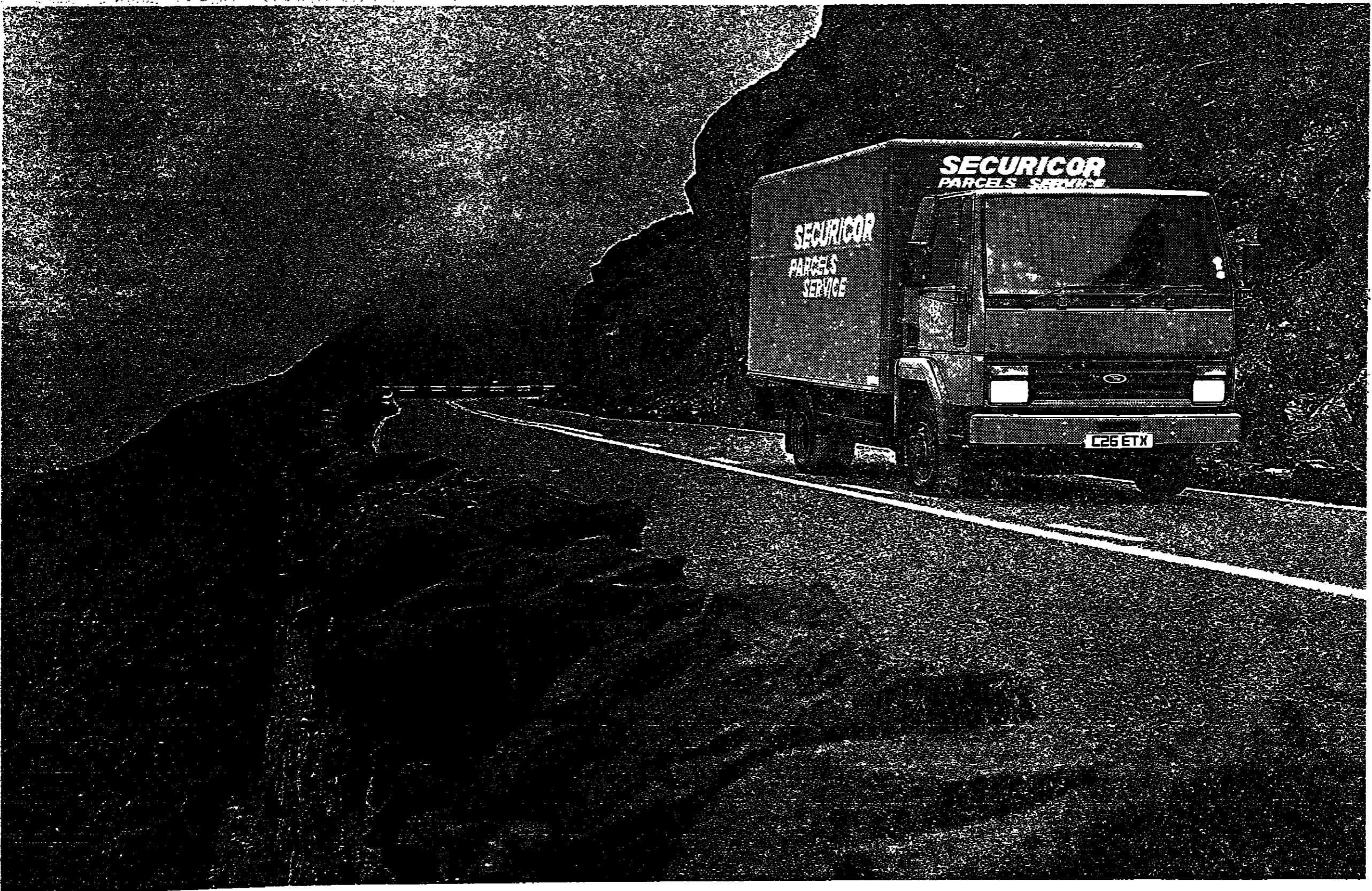
The obvious solution was to concentrate deliveries from all suppliers into a central or regional warehouse so that deliveries could be coordinated. This in turn has freed more retail store space for display and sales.

The jargon phrase for third party involvement is physical distribution management (PDM). National Carriers Contract Services, another part of the NFC group, offers its customers PDM "packages", whereby it takes full responsibility for the whole distribution process.

Among the company's principal customers are Boots, Morphy Richards and BMW.

The biggest incentive to the growth of road distribution services has of course been the expansion of the motorway network, from the completion of the M1 in 1959 to the near-completion of the M25 London orbital route.

John Young



## It costs just £10 to test the Ford Cargo for reliability.

That's a typical charge Securicor make for delivering a package anywhere in the UK by 10 am the next day.

It's a service that depends on 350 Ford Cargos, for making local deliveries as well as long-distance trunking runs.

Securicor's time promise means reliability is the first thing they look for in a truck. Transport Director Ron Smith checks this

constantly: there are three pages of computer information on every one of their vehicles.

And the computer has proved Cargo maintenance costs are well below the norm.

The fitters agree too. According to Ron Smith, Securicor's maintenance people all prefer Fords.

He likes the clean, good-looking lines of the Cargo.

And his drivers like the truck, too. This is especially important to Securicor, because their drivers meet the customers. The company sees them as part of the sales force.

In the main, Securicor run 7.5 and 16 tonne Cargos, and they're adding the new Cargo Cummins 10 litre.

"We choose every truck on merit," says Ron. "We make regular tests on competitive

vehicles, and in peak periods we hire in other trucks, which gives us a chance to get a good look at them.

But I don't think there's a better truck anywhere than a Cargo."

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### DISTRIBUTION SERVICES/2

## FOCUS

# Supermarkets set the pace



David Quarby: A better service at Sainsbury

Distribution services can no longer be taken for granted, merely to be delegated to a transport manager. They are taking up the time increasingly of directors in a company, including managing directors, according to the Freight Transport Association (FTA).

This is because companies have become increasingly aware that with an average 12 to 13 per cent and possibly as much as 20 per cent or more of a product's purchase price being accounted for by distribution costs the need for efficiency is crucial and the scope for savings substantial.

It is the big supermarket chains which mostly have moved furthest in refining distribution systems. In searching for savings, many have dropped the old systems of suppliers delivering to stores and have set up their own centralized depots where the needs of a store are made up.

J Sainsbury, Britain's biggest grocer, has steadily moved to the position where 80 per cent of goods sold through its shops are delivered through its own depot network.

David Quarby, the board director responsible for distribution at Sainsbury, said: "At one time 10 suppliers would have been sending 10 vehicles to drop at one store what we now send out in one vehicle. It is far more efficient, enabling us to manage and control our stocks more tightly, to carry out seasonal planning and to respond far more quickly to unexpected needs and to promotions."

Tesco Stores, with 400 outlets of which 110 are supermarkets, has a 24-hour stock replenishment system under which shelf replenishment needs are notified overnight to depots which then supply what is necessary the next day. So far all wines and spirits are on the system and 65 per cent of all food lines. Overall about 65 per cent of merchandise goes through the central warehousing system leaving scope for other supplies going direct from suppliers. Exact requirements are fed to suppliers delivering direct.

The increasing number of

Distribution Services, believes relatively inexpensive microcomputers and handheld terminals will increasingly make it possible to raise general standards of warehousekeeping to the advantage of smaller companies.

Management and organization is another area of opportunity, according to Mr Stanton. While much of the initiative in distribution had passed to retailers their interests are necessarily narrow and specific. So for innovation the industry would need to look to the transport hirers, the sector dominated by small operators.

Mr Stanton told a recent FTA conference on distribution: "I do not believe that big is necessarily beautiful or indeed profitable but we do need organizations of adequate size to finance and manage technological innovation. We must be able to develop young managers skilled in modern techniques."

Courses in distributed management at universities and polytechnics should be broadened, he urged. Equally, the industry had to be prepared to enhance the status of distribution management so young managers had the chance of accelerated business experience.

The air-freight industry is going through a period of rapid change brought about by the gradual extension of the use of wide-bodied aircraft, by fluctuations in world currency rates leading multinational corporations to move their manufacturing bases around, and by the startling success of the express parcels industry.

With their huge belly-hold cargo capacity (a Tristar holds 7.5 tonnes of freight as well as a full passenger load; a BAC Super 1-11 less than a tonne) regular scheduled passenger flights can now handle large items which used to have to sit around waiting for enough other cargo to justify the use of a freighter. Today, 83 per cent of air cargo travels on scheduled services.

The total UK throughput of air-freight for 1985 was about 850,000 tonnes. Heathrow saw more than 529,000 tonnes of that, with an estimated value of around £2.25 billion.

British Airways, with one of the largest worldwide networks in the industry, sees the market developing well over the next few years.

"We now carry more than £1 million in freight revenues in 35 countries," says Geoff Bridges, the cargo manager. "The most important aspects are simplicity, speed, and reliability. Price is becoming an increasingly marginal consideration."

For British Caledonia, air cargo is also important. Some 15 per cent of the airline's corporate turnover is dependant on the talents of David Brooksbank and his team. During 1985 they handled more than 54,000 tonnes of freight through their Gatwick base, as well as 10,000 tonnes of mail from the Post Office and their overseas counterparts.

The dramatic growth of the express parcels market has, inevitably, taken some traffic away from air-freight.

The airlines are aware that they have to improve their marketing and upgrade their speed. It is a fact that, in the past, items for air-freight spent an astonishing 92 per cent of their transit time sitting on the ground. That is changing rapidly. Ironically, speed within Europe has been substantially improved by using the roads and ferries.

Overnight movements across European frontiers means less delays and gives faster service. Now, less than 40 per cent of inter-European airfreight actually gets airborne.

The need to invest in newer, better ground-handling is emphasized by BA who are putting £7 million into their Heathrow facilities to improve speed on the ground.

## A rapid change in the air

Peter Smith

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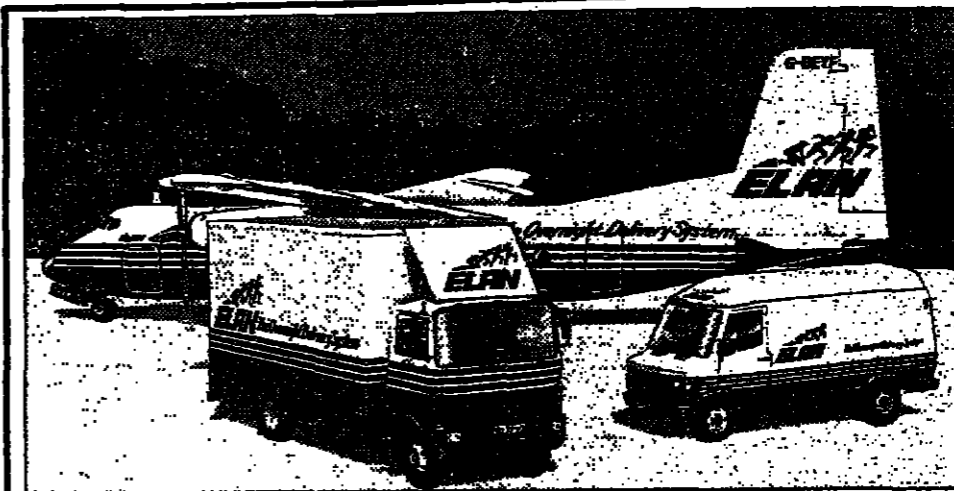


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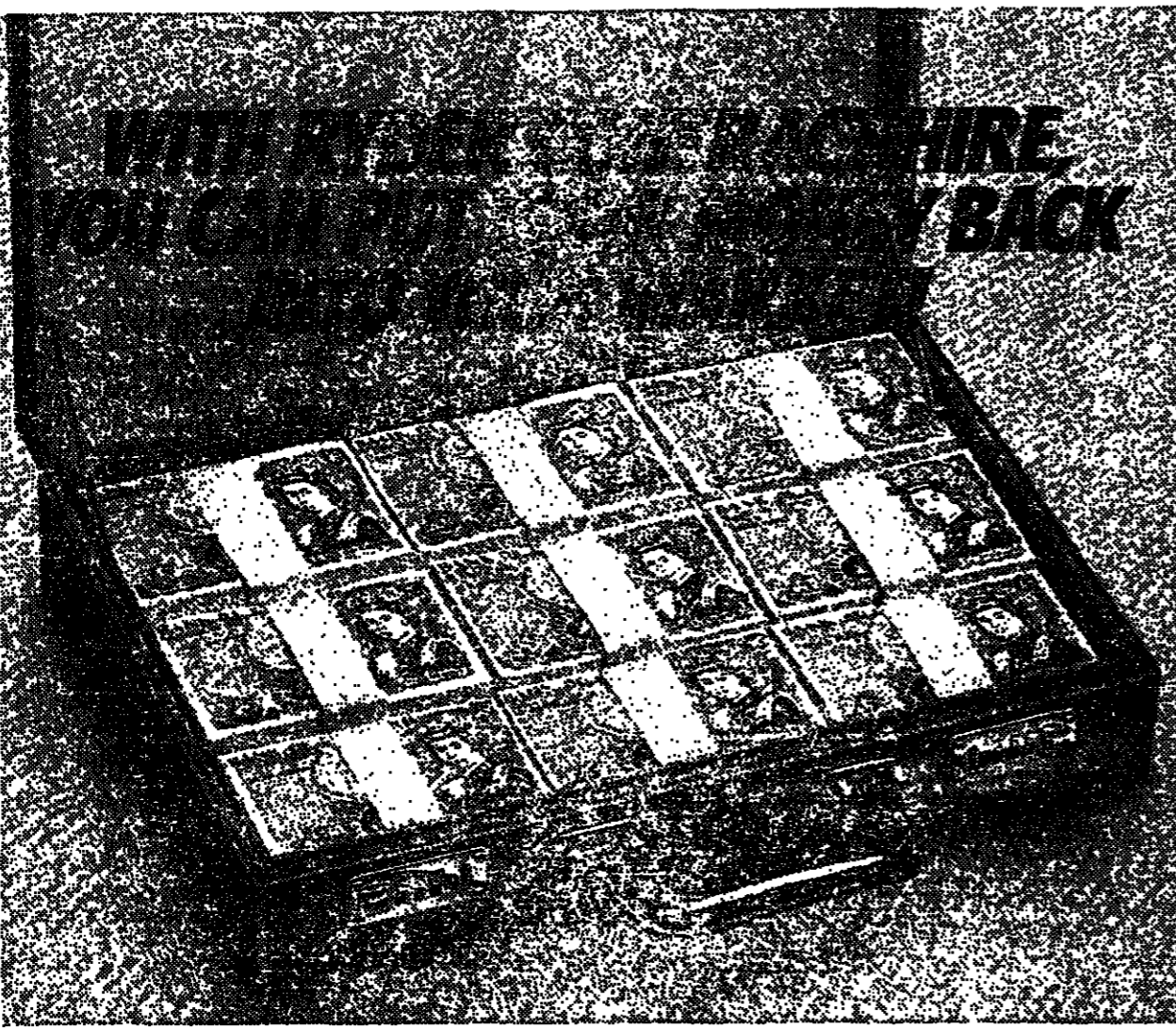


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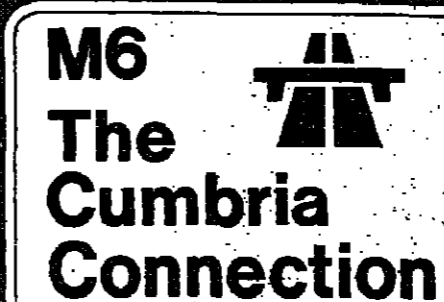
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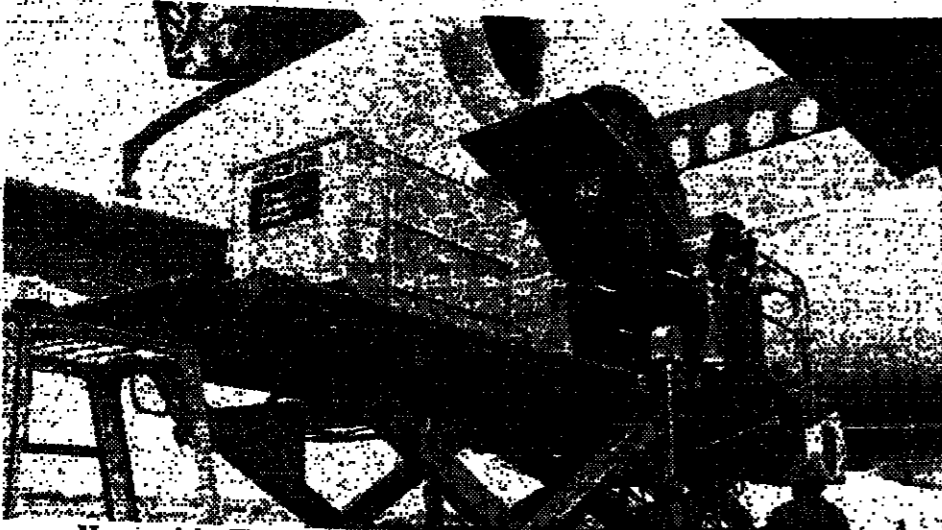
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**Getting back on the rails**

The historic decline in importance of the railways as a goods carrier has all too frequently been accelerated by the actions of the rail unions either on their own behalf or in support of an industrial dispute affecting one or other of their principal customers. When coal had to be transferred to road distribution during the miners' strike, it seemed that the whole freight network might fall victim to misguided ideology.

More recently, this newspaper and its sister publications have been "blackened" by the NUR and ASLEF as a show of solidarity with the dismissed print workers; the resulting loss of business is about one third of the annual revenue of £27 million earned from newspaper distribution.

This sort of action has created the impression that the shrewd businessman would be well advised to put his faith in motorways and private enterprise, and to abandon the British Rail leviathan.

The fightback has inevitably been, and still is a tough one. British Rail's new philosophy recognises the advantages and flexibility that road transport offers, particularly over short distances. It is now concentrating on its own strength, namely the considerable cost advantage of bulk rail haulage over medium to long distances.

The new Speedlink service employs a fleet of freight trains operating a scheduled service under the control of a central computer. The wagons have air brakes and suspension systems designed to minimise the risk of damage

and the largest can carry up to 54 tonnes. Although most rail traffic goes through distribution depots and completes the last part of its journey by road, more regular users have opted for their own sidings. These obviate double handling and allow goods to be loaded and unloaded at the firm's convenience; depending on circumstances the cost can be as little as £20,000 and grants of up to 60 per cent are available if the company can show that there are environmental benefits in reducing the volume of road traffic.

The fact that the Continental rail network is so much larger and more modern than in Britain has ironically worked to British Rail's advantage as trade with the EEC has expanded.

An example is the contract signed a few weeks between Railfreight, BR's goods subsidiary, and Audi-Volkswagen. Spare parts, ranging from small electrical components to complete bodysheils, which used to be conveyed by road to Hamburg, thence shipped to Kings Lynn and loaded again on to lorries, are now carried by train and ferry via Harwich direct to a terminal near Milton Keynes.

Railfreight has had to dispel the impression that it is not interested in, or unable to cope with, anything other than large volume traffic. Many food and drink companies have switched from road to rail. Recent converts include Campbells Soups, Guinness, Grants of St James and Johnnie Walker.

An example of the new spirit of collaboration between

In Europe the express parcels and courier industries are a relatively new idea. It was the United States that first realized the importance of speed in delivery, an idea taken up by TNT, the Australian transport group, when it introduced its Overnite nationwide next-day delivery service as recently as 1980.

The move shocked the Post Office into action and its Datapost division is now fighting back to the extent where it expects to become the second largest force in the express market within two years. With 2,600 Post Offices accepting small packages, they have no reason to fail.

BR, with its Red Star operation, is also moving to compete directly with the private firms whose collection and delivery facilities have a distinct edge over BR's requirement that customers take their packages to the station. This is changing, but Red Star does still not have a totally nationwide network.

The privately-owned companies have invested large amounts of money in their infrastructure, with large fleets of distinctive liveried vehicles, a network of modern, regional depots and a big, expensive central sorting unit where line-haul vehicles from every part of the UK arrived to discharge their loads for sorting in a middle-of-the-night operation.

Sophisticated, computerized machinery sorts the parcels in minutes, speeding them on

**A supersonic postman**

their way to delivery anywhere in the UK before midday.

This equipment, and the large number of people involved in such a nationwide operation, is not cheap. "Rates will harden over the next year," says Alan Jones of TNT, "because costs are constantly rising as we invest in better equipment and more sophisticated systems." Far from this driving customers away the better services offered attracts more business to the giants, at the expense of their smaller brethren.

Lex Wilkinson believes that a process of rationalization will continue, but again the importance of investment in better facilities is acknowledged. "There is a strong move towards the premium services offering guaranteed delivery times," says Geoff Bartlett of Lex Wilkinson.

Although the UK domestic market is huge, some estimates putting it at about £1 billion a year, it is on the international front that size really comes into its own. Both the express parcels and the "pure" courier industries are growing apace, with companies such as DHL staying way out in front of the pack in the latter.

Traditionally there have always been two basic sides to the international express services - parcels, which contain dutiable items and are there-

fore subject to customs declaration, and documents, which are not. Most companies have tended to separate the two, principally for practical reasons. A courier bag with dutiable items needs extra documentation, and more time, to clear whereas documents can be whisked through in minutes.

This extra work and time means that dutiables are normally charged at a higher rate, about £15 to £20 on average, a lucrative source of income for the carriers. As Federal Express, a large American parcels carrier with a burgeoning European business, has just abolished this surcharge, it

remains to be seen whether other courier companies will follow suit.

The small parcels market, involving dutiables, is thriving with new services and more aggressive marketing pulling business away from both traditional air-freight and postal services.

Elan is one such operator, launched just over three years ago to cater for the UK-Benelux markets. Now also operating to West Germany and France, they fly their own Merchantman aircraft, with a 19 tonne payload, from East Midlands every weekday night to Cologne. From there a fleet of road vehicles fans out

covering most of Germany, Benelux and Paris with next-day deliveries.

The importance of service is echoed by the truly worldwide courier companies which tend to handle time-sensitive documents and small packages, often with a weight of less than five kilos, rather than larger items. Despite the advent of fax and electronic mail, the courier market is booming.

Skypak, DHL and a couple of others even use Concorde twice daily to New York with an OBC (on board courier). The spectre of these supersonic postmen sipping champagne at Mach 2 along with top international executives and film stars epitomizes the search for the fastest possible delivery.

Peter Smith

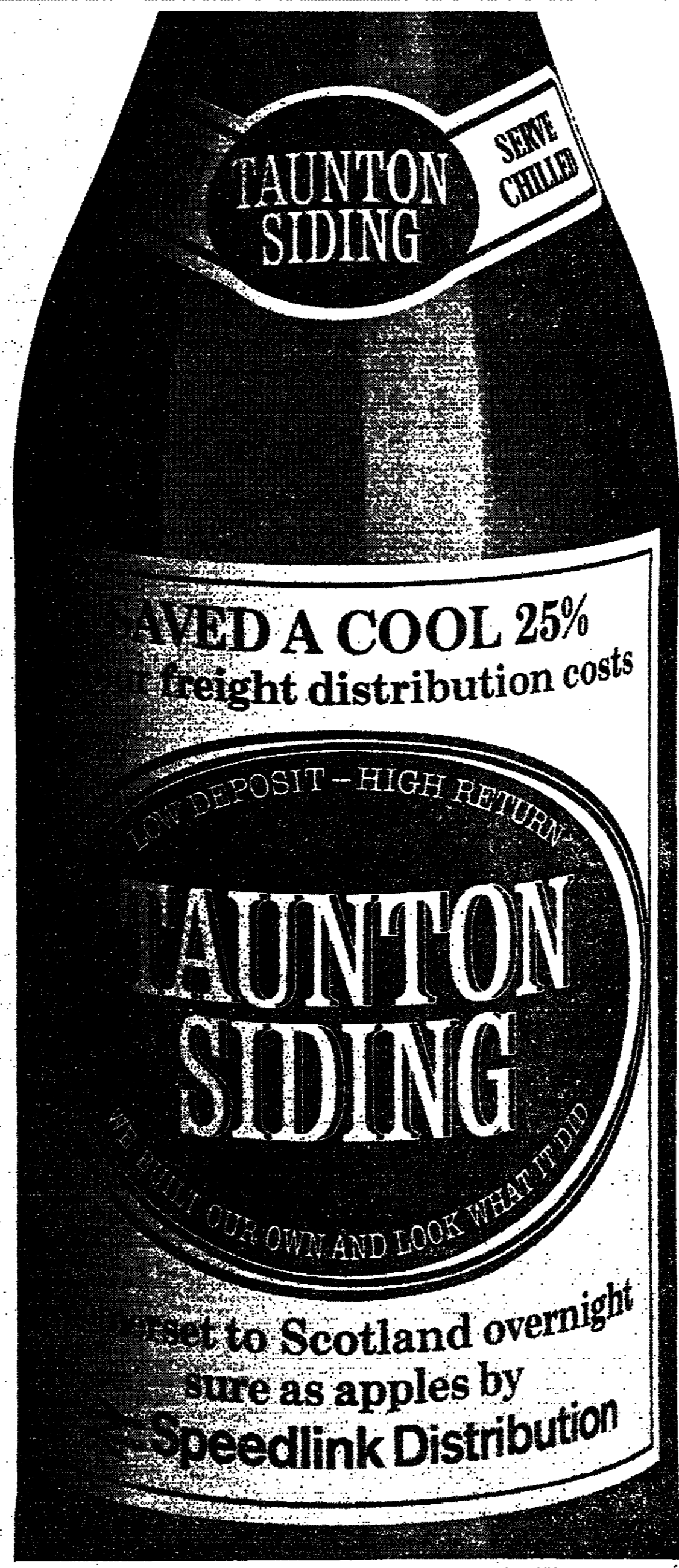
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CRICKET: THE NEED FOR ONE MAN'S COURAGE AND ANOTHER'S INSPIRATION

England count on Botham and Willey for restoration

From John Woodcock, Cricket Correspondent, Trinidad

"To sum it up," said David Gower here yesterday, "we've somehow got to get through tomorrow morning as if nothing were happening. We're all of the same thinking. The match can still be won."

Scoreboard

Table with columns for Team, Runs, Wickets, Overs, Extras, and Bowlers. Includes England vs West Indies first innings scores.

England have themselves again. In fact, to finish with 168-3 on Sunday. But the struggle will end during the two and a quarter hours for which he batted was hardly a good sign for today. He survived a comparatively simple chance to Marshall at first slip and any number of other close shaves, and he had still made only 19 at the end of it.

On the other hand, if notches were to be awarded for sheer determination, for refusing to be unnerved on the field or side-tracked off it, Willey would have the most. It takes all sorts to make a touring team and not everyone can be expected to be as single-minded as Willey; but he is much respected for it.

When on Sunday evening he pointed his bat at Marshall trying to belittle him in front of the crowd, Marshall knew he had been put in his place. And when play resumes today no one will have made more of a point on using the rest day for restoration than Willey.

Lamb too, in his much more extroverted way, will be fighting it out. Yet if England are to have much chance of leaving the West Indies any day of the 27th Test match. With seven wickets standing England are 55 runs behind and the West Indian fast bowlers will be fresh for the fray.

After being bowled out on the first day for only 176 on what Gower thought was "a good wicket for batting" (the would have chosen to take first use of it had he won the



On guard: Lamb, ever the fighter, takes evasive action

thing approaching 200 to win, which might well exercise them, something special will probably be needed from Botham, whose Caribbean record is not at all encouraging. He has played 21 first-class innings in the West Indies now and his highest score is 40.

There are those who believe Botham needs dropping from the Test side, because of the way he is bowling and the fact that he is not getting the runs he should. His last 12.4 overs on the ground here have gone for 115 runs, and even Gower, who finds him fairly unbidable I am afraid, must know that the time has come to give Ellison, not Botham, the new ball.

Botham simply wastes it by bowling so short, usually with two long legs as though every-

Bath's luck is unchanged as they are drawn away again

By David Hands, Rugby Correspondent

Bath, the John Player Special Cup holders, must travel to Weymouth for their semi-final round but they do not yet know where. Their opponents, drawn yesterday by Alan Grimstead, the Rugby Football Union's senior vice-president, will be either Harlequins or Leicester, who play their delayed quarter-final at the Stoop Memorial Ground on Saturday week.

It is hoped that the two cities match will be played each week on the morning of the international between England and France. Wasps dominate London's selection since they scheduled opponents for this week are US Portsmouth and it is almost certain that the game will again be one of Mick Doyle's priorities in the team's final workout.

Hewitt won his two caps against South Africa in 1981 as a replacement and has been unfortunate with injuries since then. He was an original choice for the 1984 game against Australia, but had to withdraw owing to injury. He did, however, play against Fiji at the start of this season.

Late tests for Keyes and Kiernan

By George Ace

A decision on the fitness of Keyes, the Ireland stand-off half, and Kiernan, the centre, for the game against Scotland on Saturday at Lansdowne Road may be taken until the end of the training session in Dublin on Thursday. Both will be examined in Cork tomorrow, but unless the diagnosis proves conclusive the players will be asked to travel to Dublin on Thursday morning.

Keyes has a 50-50 chance of recovering from a hamstring injury. Kiernan is more doubtful with a groin strain. Jim Donaldson, the chairman of selectors, said: "Both John

Palmer's his way after poor results

They gave David Sharpe the man of the match award at Oxford for his victory in the 1,000 metres against the United States. They should have been giving him a quiet, friendly warning or at least Jimmy Hedley, his coach, should have done.

A sharp word in the ear of Sharpe

Sharpe is a splendid newcomer to the international scene. His time of 2min 20.56sec is less than two seconds outside Sebastian Coe's world indoor best time. He will be challenging selection in the 800 metres for the Commonwealth and European meetings. Yet his desperate lunge to get his chest in front of Ray Brown, of the US, during what was his best of the crowd, was the culmination of tactics that were unwise and risky, if not foolish. It will have told Sharpe little about his racing ability other than to confirm his overall potential.

For much of the race, he looked along at the back, which was the position in which he became out of touch and was eliminated in his heat in the European indoor championships. He was not helping to shape the race, was not closely in touch with anyone who might have made a sudden surge and was therefore not wholly in command of the expediency of his own effort.

He would not have won had not Brown continued to fade after Sharpe's late acceleration from the back had spent itself. Hanging off the back of the field is not intelligent, but lazy, if not leaving him vulnerable; as was irrefutably demonstrated to Coe in Moscow. Sharpe, who has a fine future, needs to get more from his races than pleasing the crowd.

Coe is closing in on the 5,000m

It is three years since Coe last ran a personal best, indoors or outdoors, with that 1,000 world best in Oslo, so it was satisfying for him, in his thirtieth year, to produce another in Saturday's 3,000. Therein lies the making of a possible problem, though not one at which he will complain.

Coe recently admitted, in a university lecture, that fear of defeat is far from a stronger motive force than desire for victory. Six years on, Moscow still ranks as does defeat in Athens two years later. This part, at least subconsciously, of his incentive for possibly going for the two-lap medal in Stuttgart this year. Coe having admitted to Orrett in Los Angeles that "we're getting too old for this!"

His winning time of 7min 54.32sec, achieved after bursting past Dave Lewis on the last lap, did two things for him. "It confirmed that I can mix it with the long-distance guys and still retain my two or four-lap finishing speed," he said. "The 5,000 is now not that far away."

If the training goes satisfactorily over the next three months he might just possibly, he concedes, consider the 5,000 for Stuttgart, though he knows there is a substantial difference between a single race in, say, Oslo, and three-back-to-back in a championship. And that elusive milestone, the 800, still tauntingly beckons.

Howell makes his Olympic peace

Denis Howell has returned from the meeting of summer sports federations in Rome, having made his peace with Horst Dassler after the criticism of Adidas in the CCGP which is important for Birmingham's Olympic bid because of the influence which Dassler carries. Howell told him he had no specific objection to Adidas, who may well be without rival, but that marketing contracts should always be open to tender.

Howell has pointed out to Dassler, and to Juan Samaranch, that the half-Adidas owned ISL is marketing contract on behalf of all national Olympic committees, which expires after Seoul, will leave a gap of more than a year before the IOC can agree to a new world-wide deal, during which time the successful city will itself be obliged to be making financial commitments.

Brisbane's candidacy, incidentally, was thrown into confusion when Fritz Widmer, general secretary of the International Equestrian Federation, stated in Rome that current Australian quarantine regulations made their own attendance impossible. The field is narrowing.

David Miller Chief Sports Correspondent

Over there and over the top Century by Marsh not enough

Wouldn't it be nice if I was wrong? I'm so much an Ian Botham fan, you see. But it seems, from this Test match which, so far, has been a personal disaster for Botham, that the man has changed. He has changed from being a good teacher, an over-achiever, into someone who is merely over-the-top.

When Botham was a lad of 20 he could genuinely live it up all night, shave off practice and then go out and take a handful of wickets. But he is an old fellow now, coming to the end of his career, and you cannot rely on strength and eye and inspiration at the age of 30. You need guile, you need intelligence.

Botham's batting has similarly been dreadful so far. He seems incapable of settling down at the crease: he seems only to think in terms of the careered 20. That splendid 18 he scored in seven balls against Australia last summer was terrific and right in the context of that game; but that seems now to be his idea of the perfect innings. He does not look as if he expects to stay in long.

It is as if he believes all the hype and nonsense of his agent, Tim Hudson: as if he truly sees himself as "a great British hero". He struts on to the stage as a star, no longer as a player, but as a performer. As the script-writer has written in his sixties and his wickets and his air-punching celebrations, and all he has to do is look cool and go through the motions.

Simon Barnes

Call for Downey's dismissal

By Richard Eaton

Tenleading players have asked for the removal of Jake Downey as England manager in a letter to the chairman of the Badminton Association. Graham Axford. They hope to collect more signatures during the England championships at Wembley this week.

So far the names include Nora Perry and Martin Dew, leading doubles players whom Mr Downey decided not to select for the Thomas Uber world team championships because they were not available to travel with the team. Helen Troke, the European champion, who is angry because she has not been selected for doubles in Sweden next month; and Steve Baddeley and Nick Yates, the top men's singles players.

This step, which recalls an occasion in 1978 when players pressed to have Judy Hashman removed from the same role, will come as a surprise to few people close to the game, although Mr Downey, who has been in office for less than six months, said in a BBC radio interview two days ago that his relationship with players was excellent.

Whether or not this happens is in the melting pot. Several players, including Darren Hall and Steve Butler, who featured in a superb national final last month, have not signed; and the Badminton Association have hardly had time to gather their thoughts and offer an answer.

The irony is that Mr Downey, whatever his shortcomings in public relations, is probably the most talented man available to perform one of the game's most urgent tasks - the overhaul of the coaching structure that has long been needed.

ATHLETICS

Budd gives her word

Zola Budd has written to the Women's AAA saying that she still wishes to compete for England at the Commonwealth Games in Edinburgh this autumn and that she will fulfil all the necessary requirements to do so (Pat Butcher writes).

FOR THE RECORD

Table with columns for various sports including Ice Hockey, Golf, Football, and Basketball. Lists names, scores, and dates for recent events.

YACHTING

Winds delay leaders

Light winds continued to slow the leading Whitbread yachts yesterday as they closed on the finish of the third stage of the round-the-world race, delaying their expected arrival in Punta del Este until tomorrow (Barry Pickthall writes). A tense battle is developing for the overall handicap lead.

TODAY'S FIXTURES

Table listing today's fixtures across various sports including Football, Rugby Union, and Badminton. Includes match times and venues.

ROWING

Oxford lose their Head

With three weeks to go before the Boat Race on March 29, Oxford University lost their Reading Head of the River title by nine seconds to London University on Saturday (Jim Raitliff writes).





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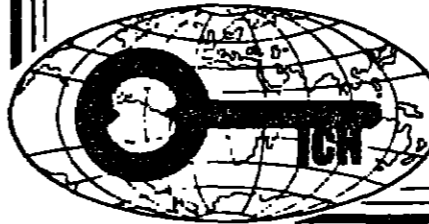
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Ban on lunch control by heads

By Lucy Hodges Education Correspondent Many schools in England and Wales will close down for the lunch break on Thursday and children will be sent home as headteachers take their first national industrial action over lunchtime supervision arrangements.

The 'greatest show on earth'



Huddersfield Choral Society's choir master, Mr Brian Kay, with some of the officers and the choir. The Choral Society is to Huddersfield what the Festival is to Edinburgh and the Fair is to Scarborough. The society is a timeless and integral part of the town's culture that has been transferred from the realism of provincial folklore into those of international celebrity. To be a member of the Huddersfield Choral Society is regarded locally as belonging to the greatest show on earth.



The choir's former conductor, Sir Malcolm Sargent (above centre left) and Sir William Walton with Herbert Bardgett (left) and G D A Haywood (right) at the Gloria performance in 1961; and an 1843 committee meeting at the Chery Tree Inn.

Third more office space for the City

By Judith Humley The Corporation of the City of London is to allow another 20 million sq ft of offices to be built in the Square Mile. This increase by almost a third the existing floorspace to meet the demands of the conglomerates lining up ahead of the deregulation of the financial markets in October.

Why Egypt keeps the press free

"Where are you going?" A torch washed its light around the inside of the old taxi, the pale, dusty beam coming to rest on my face. It was just possible to make out the soldier's face in the gloom outside. "Sahafi — journalist," I replied, and the torch snapped off. The face in the darkness lit up in a smile. "No problem — of course, you can go," he said. "Welcome to Egypt."

Chile blasts

Santiago (Reuter) — A bomb explosion cut the main oil pipeline between Santiago and the south of Chile and two people were injured in another bomb attack in the capital, police said.

THE TIMES INFORMATION SERVICE

Today's events Royal engagements The Prince of Wales, on behalf of the Queen, holds an Investiture at Buckingham Palace, 11.15; he visits The Purcell School, Mount Park Road, Harrow on the Hill, Middlesex, 3; and later as Patron, gives a reception for members of the Joint Services Expedition to Brabant Island Antarctica at Kensington Palace, 16.45.

Carmen, she attends the Livery Banquet at the Mansion House, London, 6.30. The Duke of Gloucester visits North Manchester General Hospital, 1.15; and then the Victoria Park Probation/Community Day Centre, Laindon Road, Manchester, 3.10; and later Moss Side Youth Training Workshop, 232 Claremont Road, Manchester, 4.15.

New paintings by Paul Jenkins, Gimpel Fils, 30 Davies St, W1; Mon to Fri 9.30 to 5.30, Sat 10 to 1 (ends April 12). Impressionist Drawing; McAlpine Gallery, Ashmolean Museum, Oxford; Tues to Sat 10 to 4, Sun 2 to 4 (ends April 20).

TV top ten National top ten television programmes in the week ending 2 March 86. BBC 1 EastEnders (Tue/Sun) 24.25m EastEnders (Thu/Sat) 23.70m The Two Faces of January (Tue) 23.55m Crimewatch UK 13.40m Wogan (Fri) 12.75m The 100th (Sat) 12.70m News and Weather (Sun 21.57) Dear John 12.30m Mastermind 11.75m

Roads The M25: Junction 16 (A25/A5 Grid) N bound exit and S bound exit closed. A16 (Newport) southbound closed between Junction 2 (Dulley) and 3 (Hawesoway). A16 southbound between Junctions 2 (Dulley) and 3 (Hawesoway), only one lane N bound, no N bound entry at Junction 5.

Weather forecast

A ridge of high pressure will persist across SE Britain while frontal troughs approach the W. 6 am to midnight London, SE England, East Angles: Mainly dry with some sunshine after early morning cloud. Cold with strong westerly gale; max temp 9C (48F).

The Times Crossword Puzzle No 16,990

A crossword puzzle grid with numbered squares and a list of clues. Clues include: 1 Across: It's undisputed anger, by giant (12); 2 Across: Persian princess captured by Scot (7); 3 Across: Troublesome as MEP, is producing deadlock (7); 4 Across: Improves appearance at the University (5,2); 5 Across: Governor with an old party is not to cut short the audience (4,3); 6 Across: On the stage Owen takes breathers (5); 7 Across: Tight cord with ten parts twisted (9); 8 Across: A spell of gymnastic exercise for county team, say (9); 9 Across: A slab of this sort would, we hear, float (5); 10 Across: Attack a sailor in speech (7); 11 Across: "See ere" said Jack on his own (7); 12 Across: Impression produced by bookmaker? (7); 13 Across: Briefly popular drink (2,5); 14 Across: The way Nash planned Primm's party, so it's said (6,6); 15 Across: Supporters in the house — for the Royal Mail? (4-5).

A crossword puzzle grid with numbered squares and a list of clues. Clues include: 1 Down: The future of Africa and the role of the African Development Bank; 2 Down: The Royal Commonwealth Society, Northumberland Avenue, WC2, 6.30; 3 Down: On to the Revolution - Andrew Kirk; 4 Down: In search of Jane Austen (slide presentation); 5 Down: General; 6 Down: The future of Africa and the role of the African Development Bank.

Anniversaries Births: Torquato Tasso, poet, Sorrento, Italy, 1544; Sir Malcolm Campbell, holder of speed records on land and water, Chislehurst, Kent, 1855. Deaths: Sir Alexander Mackenzie, explorer in North America, Mullanin, Dunkeld, 1822; Rolf Boldrewood (pseudonym of Thomas Browne), author of Robbery under Arms, Melbourne, 1915; Benjamin West, painter, President of the Royal Academy, 1792-1830; Sir Alexander Fleming, bacteriologist, discoverer of penicillin, Nobel laureate 1945, London, 1952; Richard Byrd, aviator and Polar explorer, Boston, Massachusetts, 1897.

Parliament today Commons: (2.30) Debate on EEC common policy on shipping, motions on Local Government (Temporary Provisions) (Northern Ireland) Order and Appropriation (Northern Ireland) Order. Lords: (2.30) Sex Discrimination Bill, committee stage, Surrogacy Arrangements (Amendment) Bill, second reading.

The pound Bank of England Bank Rate 6.25% 5.50% 5.00% Money rates 7.25% 7.04% First quarter March 18

Lighting-up time London 6.29 pm to 5.52 am Newcastle 6.29 pm to 6.07 am Manchester 6.29 pm to 6.02 am Perth 6.50 pm to 6.15 am

Snow Reports Austria: Kitzbuehel 50 145 good crust fair fine 7; St Anton 90 250 good heavy fair snow -1. France: Alpe D'Huez 155 300 hard varied fair fine 9; Courmayeur 110 300 good crust good fine -4.

Portfolios FTSE 100 index closed down 3.2 at 3265.8. The FTSE 100 index closed down 3.2 at 3265.8.

Around Britain S.E. England: 0.5 to 4.1 dull; Midlands: 0.5 to 3.48 light rain; South Coast: 0.3 to 4.30 light rain; Scotland: 0.2 to 4.48 light rain; Wales: 0.5 to 3.48 light rain; Northern Ireland: 0.5 to 3.48 light rain.

Abroad Madrid: c, cloud; d, drizzle; f, fog; r, rain; s, sun; t, thunder. London: 11.82 Cologne c 7.48; 11.82 Cologne c 7.48; 11.82 Cologne c 7.48.

High Tides, Around Britain, and Abroad weather and tide tables. High Tides table includes London, London Bridge, Aberdeen, and others with times for AM and PM. Around Britain table includes S.E. Coast, South Coast, and Scotland. Abroad table includes Madrid, London, and other international locations.

